

Break Out Session # 1

Tools for Compliance: Combining Process and Grants Management Software to Improve Statewide Grant Reporting

It is more important than ever that State Agencies and recipients of State funding centralize grant processes. Consider the Grant Reporting Efficiency and Assistance Transparency (GREAT) Act's recent movement in the Senate adding to the compliance requirements of the DATA Act and Uniform Grant Guidance. Join Adam Roth for lessons learned and necessary steps toward compliance with data legislation using an enterprise grant management platform to standardize grant management data collection. **Presenters:** Adam Roth, Founder and President, AmpliFund

Grants Risk Management: The Nexis of Risk Management and Grants Accountability Faced with an \$11 billion budget for grant programs but limited internal resources to manage them, the Health Resources and Services Administration (HRSA), a federal public health agency, sought ways to improve accountability and oversight of grants. Seeking a risk-based, data driven approach to strategic decisions, HRSA embarked on a one-of-a-kind assessment of grants management risks and opportunities. Hear about this case study integrating risk management and grants management. **Presenter:** Suzanne Freed Auerbach, Special Assistant to the Associate Administrator for Financial Assistance, HRSA

Cost Recovery That's Not Over Your Head: What You Need to Know About Indirect Costs and Cost Allocation Plans

Indirect cost rates and cost allocation plans are a practical and invaluable way to maximize limited resources. This session considers the elements involved in the preparation of indirect cost rates and cost allocation plans, including methodologies, applications, and compliance with U.S. Office of Management and Budget (OMB) regulations found in 2 CFR Part 200. **Presenter:** Nelson Clugston, Vice President, Government and Non-profit Cost Accounting, MAXIMUS

Fundraising GPS: "Goals! Plan Success!"

Is your fundraising on target? Do you have a strategy, or, do you simply pursue opportunities as they present themselves? Are you missing opportunities to raise more money? Transform your fundraising efforts and develop a fundraising strategy. Grasp this straightforward framework, the sources of income for nonprofit organizations and the key elements to improve your individual giving program. **Presenter:** Carmen Marshall, Director of Consulting, Maryland NonProfits

Fraud Awareness

This is the Environmental Protection Agency's Office of Inspector General's most updated material about the detection, prevention, and reporting of fraud, waste, and abuse of federal dollars. This session covers funding misuse detection, what to do when an infraction is detected/suspected. Using case studies, learn about the investigation processes, confidentiality and whistleblower protection. **Presenters:** Maria Leta-Leroux, PhD., Special Agent, Mark Satter, Special Agent, EPA, Office of the Inspector General

Prepare! Preparedness and Disaster Assistance

Maryland Emergency Management Agency (MEMA) oversees the grants that Maryland receives to assist with preparedness, mitigation, and recovery efforts. MEMA works with state and local agencies in ensuring funds are being used appropriately and are increasing preparedness and resilience levels in Maryland. This discussion will focus on preparedness and disaster assistance. **Presenters:** Janet Moncrieffe, Grants Branch Manager; JaLeesa Tate, State Hazard Mitigation Officer; Wilson Low, Grants Program Manager; Danielle Whitestone, Grants Program Manager; Sara Bender, State Public Assistance Officer; Jessica Nusbaum, State Individual Assistance Officer and Community Preparedness Coordinator

Break Out Sessions #2

Non-Profit Roadmap to Success

Leveraging the Jenniferism, “Your non-profit business is a business,” this roadmap to success highlights the differences between business structure, business development and funding for non-profit organizations. In this popular session, organize your business for funding readiness establish an executable business development strategy; establish a framework for funding; and, understand grant prospecting, writing and funding. **Presenter:** Jennifer B. Jones, CEO and Founder, KyJour International

Developing and Responding to Sound Grant and Procurement Policies

Sound and effective policies assist your organization obtain the goods and services to function and to chase essential operating funds. Assure those with whom you work are good partners. Fundamentally sound policies must promote transparency, economy, fairness, equity, healthy competition and accountability. Learn to develop and respond to applications, ensure accountability, promote equality and avoid conflicts of interests. **Presenters:** Donald Walsh, Esq., Partner, Wright, Constable and Skeen; Tywanna Taylor, Senior Director, Grants and Contracts, Family League of Baltimore City, Inc.

Managing Subrecipients Under Federal Grant Awards: Strategic Oversight without Undue Burden

A pass-through entity has significant responsibilities to ensure its own grants are managed in line with the Uniform Guidance and program specific rules. Did you know that a pass-through entity’s subrecipient(s) must maintain compliance with those same federal requirements! In this easily understood and digestible presentation, FTLF attorneys will discuss the biggest challenges in making managing and closing out subawards along with simple implementation approaches and best practices to mitigate high risks and avoid compliance failures. **Presenters:** Scott Sheffler, Partner, and Edward T. Waters, Managing Partner, Feldesman Tucker Leifer Fidell, LLP

Grantor Performance Metrics: How are we doing as grant makers?

Grant makers work to maximize performance of grantees. However, what is good performance for the grant making agencies themselves? Reflect on Ten Key Grant Management Performance Metrics that comprise a grantor self-assessment. Why do some reach a high level of achievement? What obstacles are impeding those who haven’t reached such a high level? Don’t miss these tips and process improvement strategies! **Presenter:** Jeff Myers, Senior Director and Jason McGill, Director, REI Systems, Inc.

What’s Hot and What’s Not! Uniform Guidance Update

The uniform guidance governs the administration of federal grants, cooperative agreements, and fixed amount awards, and became effective December 26, 2014 for all non-federal entities and federal agencies. The uniform guidance is a living document, and since 2014, has continued to be updated with new requirements that you need to know. Find out what’s hot and what’s not for 2019 updates! **Presenter:** Karen Norris, Principal, Kanoco Consulting

Using Census Data to Enhance Your Grant Application

Access data from the new Census website, data.census.gov! Census Bureau will stop posting new data to the American FactFinder website in July. Access data, identify various data sources (Agriculture, HUD, BEA, etc.) and enhance your grant application by describing the problem and justifying the need for your project. **Presenter:** Alfred Sundara, Manager, Projections and Data Center, Maryland Department of Planning

Break Out Session #3

Grants Intelligence - Using Data to Inform Decision Making: Exploring Homelessness – a National Priority

The Opportunity Project is a process for engaging government, communities, and the technology industry to create digital tools that address our greatest challenges as a nation. This process empowers people with technology, makes government data more accessible and user-friendly, and facilitates cross-sector collaboration to create new digital solutions with open data. The US Department of Commerce, Office of Management and Budget, and eCivis collaborated to make access to government data more user-friendly. See the results exploring homelessness and how grantors and grantees can benefit. **Presenter:** Merrill Oliver, CGMS, Executive Vice President and Chief Operating Officer, eCivis

I Grant You Permission: Subrecipient Risk Assessment and Monitoring

You have been awarded a grant! Now what? The grant life cycle is a journey. Know the essential financial and management steps from award through closeout of the grant. Discover the value of a new risk assessment and monitoring tool and learn tips that can be implemented within any grant award.

Presenters: Jacqueline Thorne, Project Manager-Priority Projects, Office of Multimodalism, Maryland Department of Transportation; Brande Karfonta, Assistant Director of Finance-Accounting Management

Be Informed: Procurement Policy under the Uniform Guidance

Have you considered all of the Uniform Guidance requirements as you develop your procurement policies? What is a contract? How is a contract different from a sub-award? Proper acquisition of equipment and supplies? Prescribed and statutory spending thresholds and types of procurement. What types of forms are required? Find out now! **Presenter:** Paul H. Calabrese, Principal, GRF CPA's & Advisors

Available Grant Funding - Rural Maryland Council (RMC)

RMC promotes rural regional cooperation, facilitate entrepreneurial activities and support key community colleges and non-profits and communities. Find out how to apply for the Maryland Agricultural Education and Rural Development Assistance Fund (MAERDAF) and the Rural Maryland Prosperity Investment Fund. Here's how \$6M in investments promote economic prosperity in Maryland's traditionally disadvantaged and underserved rural communities. **Presenter:** Charlotte Davis, Executive Director, Rural Maryland Council

Federal Grant Legal Update: Key Cases and Hot Topics for Grantees

Each year there are numerous judicial, legislative, and administrative decisions that address all aspects of federal grant law and shape the way the law is interpreted and enforced by agencies on grantees. FTLF attorneys will provide an overview of key legal rulings from the past year and the impact on federal grantees. Identify these emerging trends, key lessons and important take-aways.

Presenter: Scott Sheffler, Partner, and Edward T. Waters, Managing Partner, Feldesman Tucker Leifer Fidell LLP

Impacting the Opioid Crisis through Non-traditional Funding Opportunities

In 2016, Maryland saw the third highest increase in the nation in overdose death rates involving synthetic opioids (206.9%) and the second highest increase rate for prescription opioid-involved overdose deaths (19.7%). Responding to the opioid crisis has required out of the box thinking. This session will provide an overview of the Opioid Operational Command Center's (OCCC's) grant allocation structure and discuss achievements of current grantees. **Presenters:** Robin Rickard, Deputy Director, OCCC; Anthony Roberts, Opioid Grants Manager, OCCC and Tiffani Truss, Jane Adams Resource Center

Break Out Session #4

What Happens to Applications Submitted to the Health Resources and Services

Administration (HRSA)? Mystery solved! Understand HRSA application guidelines and the review process. Know what the funder is looking for, the requirements, and expectations of reviewers when your application is reviewed. Use these valuable insights for your next application for funding.

Presenter: Thias J. Macaluso, Senior Advisor, HRSA

Single Audit Update-What you REALLY need to know about the 2019 Single Audit

Recent changes on the 2019 OMB Compliance Supplement impact the Single Audit reporting and you need to know about it. DYK that you may not be able to reply on the Single Audit to identify your improvements. Make sure you know your responsibilities for reporting on the status of findings and corrective action plans.

Presenter: Monique Booker, Partner, SB and Company, LLC; Mark Sindt, Accountant, State of Maryland General Accounting Division, **Moderator:** Joan Peacock, Manager, Audit Compliance Unit Department of Budget & Management

Prepared to Lead: The CGMS and NGMA

The Certified Grants Management Specialist (CGMS) was developed by the National Grants Management Association (NGMA) to provide an industry credential, elevate professional standards, enhance individual performance, and designate professionals who demonstrate the knowledge essential to the practice of grants management. The highly desirable CGMS credential is a formal recognition of professional competency in the full lifecycle of grants management. Know the exam content areas, how to study, and why to consider taking it. **Presenters:** Kelli Klepic, NGMA; Lynne Kelleher, CGMS, Judicial Grants Coordinator, Maryland Judiciary

NonProfit Resources at the Enoch Pratt Library

Don't miss this incredible resource center for NonProfits! Seminars, Trainings, On-line Database. Discover NonProfit development tools and other gems that will make you stand out from the rest!

Presenter: Anna Tatro, Enoch Pratt Library

NEWS: President's Management Agenda CAP Goal 8

Just when you thought you were finally keeping up with the many regulations that govern grants, there's another ball to juggle. Now, there's the President's Management Agenda (PMA). PMA Goal #8 focuses on grants, but other PMA goals deeply impact how you will manage grants. 2019 and 2020 will be busy years. We need a bigger basket for those balls. **Presenter:** Karen Norris, Principal, Kanoco Consulting

Best Practices for Grant Applications and Award Decisions Driven by Data

The Maryland Governor's Office of Crime Control and Prevention (GOCCP) advises the Governor on criminal justice strategies. The office plans, promotes and funds efforts to advance public policy, enhance public safety, reduce crime and juvenile delinquency and serve victims. This interactive session will provide tools for applicants to complete an initial grant application process; review best practices for meeting progress, performance measures, and fiscal reporting requirements; and, highlight risk management practices as a pass-through entity and State Administering Agency.

Presenter: Mary Abraham, Deputy Director of Grants, GOCCP